

State of Maine Procurement Justification Form

This form must accompany all contract requests and sole source requisitions (RQS) over \$5,000 submitted to the Division of Procurement Services.

INSTRUCTIONS: Please provide the requested information in the white spaces below. All responses (except signatures) must be typed; no hand-written forms will be accepted. See the guidance document posted with this form on the Division of Procurement Services website (Forms page) for additional instructions.

PART I: OVERVIEW				
Department Office/Division/Program:		Marine Resources/Biological Assessment/		
Department Contract Administrator or Grant Coordinator:		Kevin Staples – Marjorie Morrisette		
(If applicable) Department Reference #:				
Amount: (Contract/Amendment/Grant)	\$10,425.00	Advantage CT / RQS #:	13A 20220209000000000906	
CONTRACT	Proposed Start Date:	3/1/2022	Proposed End Date:	6/1/2022
AMENDMENT	Original Start Date:		Effective Date:	
	Previous End Date:		New End Date:	
GRANT	Project Start Date:		Grant Start Date:	
	Project End Date:		Grant End Date:	
Vendor/Provider/Grantee Name, City, State:		Ketcham Supply Co Inc, New Bedford, MA 02740		
Brief Description of Goods/Services/Grant:		Federally-compliant 'weak' fishing rope		

PART II: JUSTIFICATION FOR VENDOR SELECTION			
Mark an "X" before the justification(s) that applies to this request. (Check all that apply.)			
	A. Competitive Process		G. Grant
	B. Amendment		H. State Statute/Agency Directed
X	C. Single Source/Unique Vendor		I. Federal Agency Directed
	D. Proprietary/Copyright/Patents		J. Willing and Qualified
	E. Emergency		K. Client Choice
	F. University Cooperative Project		L. Other Authorization

PART III: SUPPLEMENTAL INFORMATION	
Please respond to ALL of the following:	
1. Provide a more detailed description and explain the need for the goods, services or grant to supplement the response in Part I.	
<p>The weak rope with purple tracer is the first commercially sold federally-approved fishing rope for lobster gear to be available. On May 1st, 2022, pot and trap fishermen will be required to fish rope that is either comprised of fully 'weak' (maximum breaking strength of 1700 lbf) rope or vertical lines with 1-2 'weak' insertions of rope or other mechanism to legally fish in federal waters. These new gear regulations are aimed to reduce the harmful interactions between pot and trap fishing gear and endangered whales, specifically the North Atlantic right whale. Furthermore, a purple tracer is required to identify Maine-based gear that is retrieved from entanglements.</p>	

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PART III: SUPPLEMENTAL INFORMATION

Commercially available options to comply with this rapidly approaching deadline are incredibly scarce. There is currently no product that is widely available for fishermen to use that meet these requirements. The hope is that this will change in the coming months, but this purchase is designed to encourage rapid production for Maine fishermen to utilize.

2. Provide a brief justification for the selected vendor to supplement the response in Part II.

The selected vendor is the only one able to acquire and ship the necessary product to DMR on the necessary timeline. They are also the only vendor DMR is aware that is selling this product, which the vendor has worked to receive federal approval and had been in previous discussions with DMR to engage in the approval process.

3. Explain how the negotiated costs or rates are fair and reasonable; or how the funding was allocated to grantee.

Similar 3/8" sink rope products, which are currently manufactured at scale, costs include:

3/8" sink pro flex rope; \$130.00 per 1200 ft coil. (Ketcham Supply website, as of 2/2/2022)

3/8" nylon 3-strand rope; \$156.99 per 600 ft. coil (Hamilton Marine website), as of 2/2/2022

These compare with the new 'weak' rope price of \$101.25 per 600 ft. coil, which is a new product not yet manufactured at commercial scale.

There is currently no competing product to do a direct cost comparison.

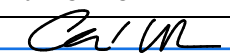
4. Describe the plan for future competition for the goods or services.

Future purchases similar to this one may be made to assist in providing fishermen with immediate options in advance of the implantation date for the new gear regulations. DMR is aware of at least one other cordage manufacturer (Everson Cordage) that intends to bring a compliant product to market in March, at the earliest. DMR will continue to explore options to provide support to ensure Maine fishermen have the ability to fish in 2022.

PART IV: APPROVALS

**Signature of requesting
Department's Commissioner
(or designee):**

By signing below, I signify that I approve of this procurement request.


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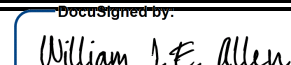
Printed Name:

Carl Wilson, BMS Director

Date:

Feb 24, 2022

**Signature of DAFS
Procurement Official:**

DocuSigned by:


Printed Name:

2D5B6E39F57E44A...
William J.E. Allen

Date:

2/28/2022

NOI 0220220177 02/28/2022 - 03/06/2022






20220222.KetchamSupply.Justification

Final Audit Report

2022-02-24

Created:	2022-02-24
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"20220222.KetchamSupply.Justification" History

-  Document created by Amy Swan (Amy.Swan@maine.gov)
2022-02-24 - 3:35:07 PM GMT- IP address: 64.30.65.54
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